

## OUR BUSY FACTORIES

## PROCLAIM RENEWED INDUSTRY.

A Year of Prosperity Without Equal in the History of the City.

The manufacturing industries in the city have more than kept abreast of the times; they have fully caught the spirit of enterprise and have improved and enlarged the mill and factory, increased the number of laborers employed, and have extended the territory for the distribution of their products.

The great natural advantages enjoyed here by the manufacturer have been effectual in bringing to the city additional plants, and the increase of capital employed in these enterprises has been very marked.

Richmond is not limited to the character of her manufactures, and her fertile resources find expression in the excellent and varied class of enterprises which line the river banks and proclaim the material presence of an industrial age.

## SOUTHERN MANUFACTURING COMPANY.

The Southern Manufacturing Company of Richmond are large importers and manufacturers, and stands for all its name implies. Mr. Ebert G. Leigh, Jr., one of the best known and most energetic of Richmond's business men, is the president of the company, and the stockholders are composed of the best citizens of our capital city.

Their products are roasted coffees, baking powders and spices, and they successfully compete with all others on their merits. Their brands are "Reliable Roasted Coffee" and "Baking Powder." The mills are large and located next to the Galleries mills, and run by water power. Their business is extensive and rapidly growing, and their goods gaining favor wherever tried.

The Southern Manufacturing Company has for months been making the greatest fight in behalf of Southern commerce on record, and deserves the recognition of all Southern merchants.

About one year ago or less this company made arrangements to import from Rio and Santos via Newport News 5,000 bags of coffee a month or 60,000 a year.

New York merchants, realizing the fact that the South can be secured cheaper through her own ports than through New York, deliberately entered into a conspiracy with a great steamship company to wage war upon this Southern Company. Possessed by a belief that the South has no rights except those New York chooses to recognize, they have naturally gone to the length of demanding that a great steamship line should refuse to bring coffee direct from Rio to the city of Richmond.

Southern merchants from Virginia to Texas have met in convention in Memphis, and solemnly recorded their sense of the proposed outrage, and united in a common effort to resist.

Southern representatives in Congress have called upon the Government to place a check upon this effort to destroy a Southern port in the interest of Northern competition in a square and manly way. Thus it is that the Southern Manufacturing Company is made to represent a great cause—a cause of a commercial freedom in the South, and should have the sympathy of the Southern people.

## THE VIRGINIA PAPER COMPANY.

The Virginia Paper Company, with its offices at 1114 east Cary street, in this city, take the entire South as a trading territory, and their trading, salesmen are found wherever the demand for paper exists.

This company, which was organized in 1881, has made strides equal to a famous exterminator of plants when he had on his seven-league boots. They have entered the States of the South successively until their brands are known in all the trade centres.

They are both manufacturers and dealers and agents for a number of the most prominent paper and pulp manufacturing concerns in the country.

They are manufacturers of the celebrated "Virginia" brand of paper of every description, for which there is a large and steadily increasing demand from all parts of the United States and Canada.

They also make and handle blue ruled and dot writings, glazed, plate and cover papers, book, news, Manila and straw paper, card-board, cut, and envelope, stationery, and tissue papers, paper bags, flannels, twines, straw, wood-pulp and binders' boards, roofing, building and felt papers.

They work without a flourish of trumpets, but the business is conducted with rare energy and success. The offices are among the most commodious and best situated in the State. Mr. John H. Montague, the president, is also president of the Merchants and Planters' Bank, and prominently connected with the best enterprises of the city. Mr. Meredith P. Montague is secretary of the company and looks after the details of the business with great success.

They have splendid facilities in factory and warehouses and employ a large force of men. The Virginia Paper Company is one of the home institutions of which Richmond is proud.

## THE RICHMOND PAPER MANUFACTURING COMPANY.

The Richmond Paper Manufacturing Company is one of the most important industries of our city, and its manufactures have a wide and ever-growing reputation.

The present mill is a stock company composed of the best business talent of Richmond, and its officers are Mr. E. D. Christian, president, and Mr. A. H. Christian, Jr., secretary and treasurer. This mill is one of the most famous in the country, and was established as far back as 1834, and was operated continuously, including the war period, until burned at the evacuation in 1865.

The paper on which the Confederate money was printed, as well as most of the official documents of the Confederacy, was made here.

In 1872 the mill was rebuilt, and under the efficient management of its present officers the output has been quadrupled, and it is recognized throughout the country as an institution of large resources and capable of splendid work.

The mill has kept up with the modern inventions and the advance of machinery, obtaining thereby superior products, economy in prices and time of delivery.

The Richmond Paper Company of to-day manufactures from ten to twelve tons of paper a day, and their Clinax and Star brands of blotting paper, which they turn out in large quantities, are known and sold in every State in the Union, and also extensively exported to the principal European and South American ports.

They also make a large annual output of book and newspaper qualities, which is manufactured from pure cotton fibre.

In conjunction with the disposition of their own products, the Richmond Paper Manufacturing Company are extensive jobbers in all grades of writing, wrapping and other papers, and carry a complete stock in their large store and warehouses, No. 1215 east Main street, of all sorts of paper supplies.

They keep a large corps of traveling salesmen in the Southern States, and are acknowledged competitors of the largest mills in the country.

## S. W. TRAVERS &amp; CO.

Three vessels recently arrived in this port laden with that celebrated resuscitant of exhausted Virginia fields, known as Orchilla guano from the islands of that name, all consigned to S. W. Travers & Co., importers and manufacturers of fertilizers.

The above-named fertilizer introduced by this firm seems to have a most generous and lasting effect on the worn out lands of the Old Commonwealth; making clover and grass respond to its kindly influences to a very high degree.

The intelligent and its slowly but surely learning that fertilizers judiciously

used insure good crops on lands, which under ordinary circumstances bring no crop at all, and also that commercial fertilizers properly made and generally used not only stimulate the growing crop but have a lasting effect on the soil.

These qualities the Orchilla possesses to a marked degree, and the testimony of users is unvarying after several years' trial.

The question now with the successful planter is not: Shall I use commercial fertilizer? but: how fertilizer pays best? S. W. Travers & Co. have built up an extensive business in a few years, and the secret of their success is that they have made their fertilizers so good each year that they are used by the same farmers the next year. Their special brands of "Beef, Blood and Bone," "National" tobacco fertilizer and "Capital" tobacco fertilizer. They also prepare animal bone and various brands for particular crops such as cotton, corn, peanuts, wheat, vegetables, etc., each of which is the best of its kind as shown by exhaustive experiment and long experience.

Their facilities for the manufacture of fertilizers are of the most complete character and their products are consumed in their composition. For instance they use Virginia pyrites for making sulphuric acid, instead of brimstone, which usually comes from Italy.

All of their brands are the outcome of the careful study of their peculiar adaptability and the blending of the most suitable materials to produce special results.

## THE STANDARD OIL COMPANY.

One of the most striking among the industrial enterprises of this section is the large plant of the Standard Oil Company, on the Manchester side. Their great storage tanks and economical devices for handling oil in bulk and barrels not only facilitates their business, but enables them to offer superior advantages to dealers in and out of Richmond.

The offices of the company here are located at 1410 east Cary street, right in the heart of the jobbing trade of the city and in the path of every merchant who buys goods in Richmond.

Mr. I. G. West, the general manager here of the Standard Oil Company, has conducted the business a little over a year and a half with great success, and under his management the large trade heretofore done in oil has been greatly increased. He has established a lasting confidence in the minds of Southern merchants which will still further enhance the future of his agency.

The city trade is supplied by iron-tank wagons, whereby customers are saved the annoyances of transferring oils from barrels to their retail tanks and preventing waste and spillage.

They are also especially well-equipped for handling shipments, railroad tracks running directly into the yard of their facilities, enabling them at any time to unload trains of tank cars expeditiously, and at the same time make their shipments direct over any of the transportation lines in a most efficient manner, such as to warrant more advantageous sales to merchants than any competitor can offer.

Their special brands include, for burning, the matchless Pratt's Astral and Carmine Red oils, and an unsurpassed line of lubricating oils adapted to various kinds of machinery, as well as a complete line of all kinds.

It takes a large corps of efficient clerks and other employees to conduct the business and a number of horses and wagons to supply the retail trade.

## THE S. GALESKI OPTICAL CO.

Do you wear glasses? Do they give you comfort and rest your eyes? If they do not then you should visit the consulting rooms of the Galeski Optical Company, 915 east Main street, where they will be examined by an expert eye specialist free of charge.

Much of the trouble experienced by those who wear glasses is caused by improper fitting. The Galeski Optical Company has complete facilities for fitting glasses, and every defect of vision, and operates at No. 8 south Fifth street the only long-sighted establishment in the South, where lenses are ground to suit the needs of irregular eyes and difficult cases. Each of these departments is under the control of a professional expert, and no charge is made for examination.

A nicely-lighted and furnished room is constantly open at the Main street office, where an expert oculist will give you careful attention or assist in correctly fitting your glasses.

Dr. S. Galeski, consulting physician and president of the company, has been established in Richmond for eight years, and the large amount of prescription work received from physicians and oculists all over Virginia and other Southern States is sufficient evidence of the confidence he enjoys.

Much injury is done to the eyes by inferior spectacles and a haphazard way of fitting them than from many other believed causes, and such glasses are more of a burden than a comfort.

All this may be remedied by a visit to the convenient offices of the Galeski Optical Company without other than the ordinary cost for good glasses. Send for their descriptive and illustrated catalogue if you live out of the city. It contains some useful hints regarding the care of the eyes and tests for the various defects in the vision which are very interesting.

## P. H. MAYO &amp; BROTHER (Incorporated).

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than ever, and enjoys such popularity among Richmond smokers that it takes 60,000 a month to supply the trade in this city, and Mr. Rowe confidently claims for it more popularity and larger sales than any other cigar on the market.

The Saboroso is made in three sizes, but all of equal purity and excellence. Mr. Jasper L. Rowe is the general agent for the large manufactory of Vetterlein Brothers in Virginia, North Carolina and Tennessee, and has a handsome trade in their goods in each of the States named.

Vetterlein Brothers' Flor de Orleans is a fine ten-cent cigar, which is manufactured in nine sizes, from a Princess up to an Invincible, and holds a strong place in the admiration of good smokers. Made in Vincenzo is a new five-cent cigar, made

by the same firm, and along with the care in making which all their goods possess it has distinctive qualities of its own. All of these splendid brands are sold by Mr. Jasper L. Rowe at his store, Third and Broad streets, both at wholesale and retail. Mr. Rowe lends to the business great activity and popularity, and his reputation for integrity and high-toned business methods is as broad as the territory he represents.

The best evidence that these cigars are each brand the best of its kind and equal to the claim made for them is that after years of trial right here in Richmond their sale is larger each year. Orders sent to Jasper L. Rowe will be promptly filled.

Richmond Ice Company. The Richmond Ice Company is a progressive corporation, under active management, and besides, as its name implies, dealing in ice, they also handle largely of coal and wood. They have ice-houses on the dock, at the end of Seventh street, with a capacity of five thousand tons, and extensive storage houses on the Kennebec river, in Maine, from which its supply comes, where twenty-five thousand tons are stored as harvested during the winter, to be shipped here to meet the demand of the warmer seasons.

This company makes large shipments of ice, not only throughout this and adjacent States, but as far away as Tennessee and Georgia. They employ twenty wagons to distribute ice to the local consumers, and the output is steadily getting larger.

Mr. E. D. Haley, an active business man, North Carolina, is president of the Richmond Ice Company, and Mr. A. D. Landier is the popular and energetic secretary and superintendent at Richmond. Mr. Haley superintends the harvesting and storage of the ice at their houses in Gardiner, Me., and Mr. Landier the distribution of his consignments.

This company handles only Kennebec ice of its own cut, and is the only one here who does this, and it takes twenty-five or thirty ships of good size to transport the amount the company handles here annually. Mr. Landier has been in the ice business nineteen years, and came to this company after eleven years' experience with the Knickerbocker Ice Company, of Philadelphia.

In 1881 a coal and wood yard was added to the business of the company, and proved a great success. Their yard is one of the most complete in the South, and most efficiently located for receiving and distributing fuel. Indeed, the facilities and location are peculiarly adapted to the business.

The Haxall-Crenshaw Company. During back into the most interesting period of Richmond's history, no enterprise holds more thorough identity or progress than the famous Haxall-Crenshaw mills, put in operation in the beginning of the present century.

Through all the vicissitudes of peace and war its wheels have danced merrily to the song of the waters, and, could they speak, might tell of the days when these princely millers owned their own line of ships trading with South America for coffee, and making Richmond the greatest milling centre and coffee market in the world.

Though much of this is changed, the Haxall-Crenshaw mills remain an institution complete in every detail and rivaling in the excellence of its products the finest mills of the world.

The reputation established in South America many years ago has not died but has increased, and the demand for their brands of flour specially prepared for this market, known as "Haxall," "Clara" and "Crenshaw" is yet extending.

Their two brands "Byrd Island" and

"Clara" are everywhere recognized as being in every quality the equal of the productions of the finest mills in the country. They are especially desirable for family use, and retail grocers throughout the South demand them in large quantities.

The capacity of the mills is 1,500 barrels of flour per day, of which 1,000 is reals of flour and 500 by the patent-ground on stones and 500 by the patent-roller process. They also have a capacity of 1,000 bushels of meal a day.

The present mills are controlled by the Haxall-Crenshaw Company, of which Mr. Philip Haxall is president, Mr. Barton Haxall vice-president, and Mr. Lewis D. Crenshaw, Jr., is secretary and treasurer. They are representative business men.

The furniture establishment of Messrs. Sydnor & Hundley, at 709 east Broad street, is one of the most attractive places on that thoroughfare, and their handsome show windows, artistically arranged with the most up-to-date designs of furniture, always catch the eye of the passing visitor.

These gentlemen have the finest selected stock of furniture in the city, and enjoy the patronage of the most select class of people of Richmond. While they introduce most of the novelties, which claim any pretensions to merit, their large stock, occupying five floors, consists, mainly of standard qualities of furniture carefully selected for their useful and artistic recommendations.

There is one of the few houses that does not cater to the installment trade, and when they once secure a customer, they usually keep him.

They won the prize at the last Fair for the finest display of furniture, but will not exhibit this year because the time of both members of the firm is closely occupied with a rapidly expanding trade, but they will satisfy themselves and whoever will call with a very extensive display at their store on Broad street.

Though Messrs. Sydnor & Hundley have been in business but three years they have built up a fine trade and now carry one of the largest stocks of goods in the State.

They are both young men and occupy a place in the business community unequalled for just dealings and integrity of character.

They give their personal attention to the sale and delivery of goods, and the experience of their customers is that they may be relied on, and that goods may be safely bought on their representation without further examination.

They are now receiving new and handsome designs in chamber suits. Ladies should look at their new musical chair.

THE ATLANTIC AND VIRGINIA FERTILIZING COMPANY.

The Eureka fertilizers, manufactured by the Atlantic and Virginia Fertilizing Company, are celebrated throughout the Southern States, and many farmers and truckers have them to thank for good paying crops on not too fertile soil.

The testimonials of their beneficial qualities are almost without number, and the evidence of their fruitful effects multiply with the years.

This business, which was established by Captain William G. Crenshaw nearly a quarter of a century ago is now a chartered company under the laws of Virginia, and W. H. Crenshaw as president and W. H. Urquhart as secretary.

The factories of the company in this city and Baltimore are thoroughly equipped. They manufacture their own materials from home products and make the sulphuric acid used in the composition of their fertilizers from their own pyrite mines in Louisiana.

Captain William G. Crenshaw, who established the business, was for many years a prominent merchant and coffee dealer in Richmond, in the days when he, as well as other merchants of that time, owned lines of vessels running to and from Rio.

During that time and for forty-three years continuously he has also been a farmer on a large scale in Orange county, and has for years made the most exhaustive experiments with fertilizers, and they have proven invaluable to the company, in which he is still interested, in determining the best materials for plant food.

His "Hawfield" plantation has been the field for years of this kind of experiment, and he has fully satisfied himself that nothing pays so well as the judicious use of good fertilizers with good cultivation.

The Atlantic and Virginia Fertilizer Company manufactures a full line of fertilizers, covering all desirable grades, the analysis of which is published in all their circulars, giving the farmer an opportunity to study and select that which best suits his land.

RINSWANGER & CO. Rinswanger & Co., whose place of business is at present located at 1427 east Main street, is an old established, reliable firm, whose tentacles of trade have gradually reached out until from comparatively small beginnings they now successfully compete with all markets for the trade of Virginia, West Virginia, North and South Carolina, and portions of Tennessee in their line.

They are manufacturers and dealers of a large scale in builders' and painters' materials of every description, and keep a corps of traveling salesmen in the States named looking after the wants of their customers.

They periodically issue a comprehensive catalogue and price list of such, doors, blinds, builders' hardware and materials, paints, oils, glazes, varnishes, brushes and such other things as they handle.

The stock carried is large and varied,

separate departments, and the facilities largely increased. Rinswanger & Co.'s is already headquarters for these lines of trade, and the contemplated improvements will put them further ahead of competitors.

With increased facilities they will carry a yet larger stock, meeting all the demands of a steady growth and keeping place as the leaders in that line.

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## FURNACE AND FACTORY.

## EVIDENCES THIRTY AND SEVEN.

Sketch of the Works of the Merchants' and Planters' Savings Bank—Surgical Instruments—Products of Coal Tax.

Of the sterling banking houses in Richmond none is doing a safer business than the Merchants' and Planters' Savings Bank. This bank, which was chartered in 1867, has a cash capital of \$100,000 and is rapidly increasing in volume of business. Besides the regular transactions of a savings bank, the Merchants' and Planters' solicits all kinds of banking patronage and deposits of every character.

Four per cent. interest is allowed on deposits from \$1 upwards.

Its affairs are under the most conservative management, and the rule prevailing in all its business is courteous treatment and promptness in all its transactions.

This bank is most admirably located in the centre of the city, at the corner of Main and Eleventh streets, and is equipped with every facility for the safe and convenient transaction of business.

Mr. John H. Montague, the president, is one of Richmond's most valued and experienced business men, and is prominently connected with a number of other important enterprises. He was born in the county of Buckingham, Va., July 31, 1822, and has lived all his life in Richmond city.

Prior to the war he was secretary and then president of the Merchants' Insurance Company, and also cashier of the Commercial Savings Bank.

After the war he organized the insurance agency of Montague & Co., which for a long time has and still does represent the following fire insurance companies: Connecticut Fire, Georgia Home, Queen Insurance of America, London Assurance Corporation of England, and Lion of London, and the Insurance Company of North America, a marine company.

Mr. H. A. Williams, the cashier, has made an enviable reputation as a painstaking and careful cashier, and fills the position with much ability. A number of prominent business men compose the board of directors and lend their counsel and experience in the conduct of its affairs.

## BARTLETT, GARVENS &amp; CO.

The largest surgical instrument house in the South is conducted by Messrs. Bartlett, Garvens & Co. at 1311 east Main street in this city.

Surgeons and physicians visiting Richmond will find a very interesting display of instruments and appliances, which will make it profitable for them to see.

The stock of Bartlett, Garvens & Co. is not just the ordinary small line of common goods sometimes carried by hardware men or druggists, but a magnificent display of the latest and most delicate surgical inventions, trusses, abdominal supporters, elastic stockings and all the appliances necessary for hospital or private practice.

Their goods are being placed throughout the Southern States and meet the approval of the leading physicians wherever introduced.

Special attention is given to the mechanical treatment of hernia, guaranteeing a fit when they apply the trusses. Another prominent feature in this establishment is the stock of abdominal supporters and bandages for ladies. A competent lady attendant will show and apply them.

The universal supporter, which they offer to ladies is perfect in fit, correctly constructed and superior in workmanship.

Among other valuable specialties offered is an appliance for umbilical hernia so often existing with children and a shoulder brace which is being used by leading physicians throughout the South. For strengthening the spine, expanding the chest and drawing back the shoulders.

All fitting and adjusting is done scientifically in a private fitting room, and all the leading physicians send their patients to Messrs. Bartlett, Garvens & Co. to be fitted.

Physicians in the city during the Exposition will find this an interesting place to visit. They are invited to come.

## JOHN ARMITAGE.

With the numberless buildings going up all over the city and country, and with the spirit of economy, which requires excellence, safety and comfort combined with reasonable prices, there has arisen a growing requirement for roofing, roofing papers, and building and lining papers.